

Message Text

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PM/SAS:RSMITH

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FM SECSTATE WASHDC

TO AMEMBASSY ADDIS ABABA

CMAAG ADDIS ABABA

INFO USCINCEUR

CNO

C O N F I D E N T I A L STATE 030278

EO. 11652:GDS

TAGS: MASS, MILI, BBSR, BTRA, ET

SUBJECT: VISIT OF EMERSON ELECTRIC REPRESENTATIVES

(DANKO, MIKE; ENLOE, WILLIAM)

JOINT STATE/DEFENSE MESSAGE

1. DEPARTMENT HAS BEEN INFORMED THAT TWO EMERSON ELECTRIC REPRESENTATIVES WILL ARRIVE ADDIS ABABA 9 FEBRUARY AT 1015 ON EAL FLT 715 AND STAY AT HILTON HOTEL. THE PURPOSE OF THEIR VISIT IS TO DISCUSS WITH ETHIOPIAN OFFICIALS POSSIBLE SALE OF EMERSON'S 30MM GUN SYSTEM FOR USE ON NEW SWIFT-SHIP PATROL BOATS BEING PURCHASED FOR ETHIOPIAN NAVY. NAMES OF REPRESENTATIVES ARE WILLIAM ENLOE AND MIKE DANKO.

2. WE UNDERSTAND THERE IS A HIGH PROBABILITY THAT ETHIOPIANS WILL PURCHASE A 30MM GUN SYSTEM AND THAT COM-
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PETITION IS BETWEEN OERLIKON (SWISS) AND EMERSON ELECTRIC.

DOD HAD PREVIOUSLY BEEN INFORMED THAT EMERSON AND OERLIKON REPRESENTATIVES WOULD ARRIVE ADDIS APPROXIMATELY 28 JAN., BUT SUBSEQUENTLY LEARNED THAT EMERSON REPRESENTATIVE WAS UNABLE TO GO ON THAT DATE. WE UNDERSTAND OERLIKON REPRESENTATIVE WAS THERE AND NOW HAS SOME ASSURANCE FROM ETHIOPIANS THAT THEY WILL PURCHASE OERLIKON GUN SYSTEM.

3. USG INTEREST, OF COURSE, IS THAT SALE BE MADE BY A US FIRM IF POSSIBLE. WITH THAT IN MIND SUGGEST EMBASSY/MAAG GIVE EMERSON GROUP WHATEVER ASSISTANCE IS FEASIBLE IN SETTING UP DISCUSSIONS WITH MOND AND EN PERSONNEL.

4. OSD/ISA SUGGESTS INITIAL MEETING WITH MAAG PERSONNEL TO MAKE EMERSON REPS AWARE OF ETHIOPIAN PROBLEMS AND HOW BEST TO APPROACH ETHIOPIAN OFFICIALS. GDS 31 DEC 82. SISCO

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